

Message Text

UNCLASSIFIED

PAGE 01 SAN SA 00352 241955Z
ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 /019 W
-----250122Z 026585 /63
R 241930Z JAN 77
FM AMEMBASSY SAN SALVADOR
TO SECSTATE WASHDC 3190

UNCLAS SAN SALVADOR 0352

E.O. 11652: N/A
TAGS: BENC, ES
SUBJECT: MAJOR PROJECT: SATELLITE EARTH STATION

REF: STATE 011920

1. CHIEF E/C SECTION AND COMATT CALLED ON LT. COL GUTIERREZ, SUB DIRECTOR OF NATEL, TELECOMMUNICATIONS AGENCY OF GOES. DIRECTOR ANTEL, COL. GARCIA, IS IN U.S. RATIFYING INTELSAT AGREEMENT ON BEHALF OF GOES.
2. COL. GUTIERREZ INDICATED THAT ANTEL HAS CONTRACTED WITH SIEMENS FOR SCONSTRUCTION OF SUBJECT EARTH STATION.
3. COMSAT GENERAL OF WASHINGTON AND CABLE AND WIRELESS OF UK ALSO SUBMITTED BIDS. COMSAT GENERAL OFFERED COMPLETE PACKAGE, INCLUDING PROVISION OF EARTH STATION, OPERATION, MAINTENANCE AND SPARE PARTS FOR 10 UEAR PERIOD. ACCORDING TO GUTIERREZ, NEGOTIATIONS BROKE DOWN OVER COMSAT INSISTENCE THAT ANTEL COMIT 15 PERCENT FO STATION REVENUSE TO COMSAT OVER 10 YEAR PERIOD. GUTIERREZ STATED THAT SALVADORAN LAW DOES NOT PERMIT COMMITMENT BY PUBLIC REVENUES IN THIS MANNER BEYOND CURRENT FISCAL YEAR. WHILE REPORTEDLY HIGHER THAN EITHER COMSAT OR CABLE AND WIRELESS, SIEMENS BID SELECTED DUE TO MORE FAVORABLE REPAYMENT TERMS. SIEMENS OFFER DOES NOT INCLUDE OPERATION AND MAINTENANCE.

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4. GOES WILL FINANCE PROJECT WITH ITS OWN FUNDS.
5. CONSTRUCTION TO BEGIN THIS MONTH ON PROVISINAL EARTH STATION WHICH WILL BECOME OPERATIONAL IN JUNE 1977. PERMA-ENT STATION, CLASS A, WILL BE OPERATIONAL BY JUNE 1978.
6. DECISION MAKER IS COL. GARCIA, SUBJECT OF COURSE TO

CONCURRENCE OF APPROPRIATE GOES MINISTRIES AND PRESIDENT
OF EL SALVADOR.

7. EMBASSY PUZZLED OVER INQUIRY SINCE A SUBSIDIARY OF
E-SYSTEMS, INC.; TELECOMMUNICATION ASSOCIATES
INTERNATIONAL - (TAI), HAS JUST COMPLETED A 20-YEAR
MASTER PLAN FOR EL SALVADOR'S TELECOMMUNICATION SECTOR,
WHICH INVOLVED DAY TO DAY CONTACT WITH ANTEL OFFICIALS,
INCLUDING GARCIA, SINCE JUNE 1976.
LOZANO

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Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
Copy: SINGLE
Sent Date: 24-Jan-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977SANSAA00352
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
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Status: NATIVE
Subject: MAJOR PROJECT: SATELLITE EARTH STATION
TAGS: BENC, ES
To: STATE
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